

MPD Training 201

Joseph Murphy- CCO Canada

Case Study: Build A Training Course

Let's take 5 minutes to create a two-day training course for your staff. From the list of topics below, create a schedule using the empty table below.

Potential Training Topics

- Revisiting Your Call to Mission
- Support Appointments
- Phone Calls
- Know Thyself
- Increase Asks
- MPD in a new city/country
- Setting Boundaries with Donors
- Newsletters
- Referrals
- Rejection Therapy
- Follow-Ups
- Cultural Contexts
- Presentations
- Church Involvement

	Day One	Day Two
Morning Session		
Mid-Morning Session		
Mid-Day Session		
Afternoon Session		
Mid-Afternoon Session		
Closing Session		

Veteran MPD Training Template (from CCO Canada)

Day 1

- Welcome/Why are you here?
- Worship
- Motivational Interview
- Know Thyself
- Lunch
- Presentation: Keys to Success
- Practice Presentation
- Namestorming
- Rejection Therapy and Challenge
- Prescriptive 1 pager: What did you learn today?
- Day 1 Wrap Up

Day 2

- Welcome/Share yesterday's challenges?
- Worship
- Referrals
- Increases
- Follow Up/Closing the Deal
- Lunch
- Presentation Practice
- Keys to Phone Call's
- Phone Blitz: everyone Call and get 10 appointments
- Group MPD: How it can help your MPD
- Prescriptive 1 Pager: What did you learn today?
- Present Prescriptive 1 pager to group
- Commissioning

Getting in Touch

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<https://calendly.com/joseph-murphy/30min?month=2021-09>